

**Lois Nembhard:** Hello everyone and welcome to the Social Innovation Fund Pay for Success Administrative Data Pilot grant competition overview. We appreciate your interest in the social innovation fund, otherwise known as the SIF. My name is Lois Nembhard, and I am the deputy director of the Social Innovation Fund. I am joined by Mary Hyde, the director of the office of research and evaluation. Our intent today is to provide an overview of the social innovation fund and our Pay For Success program, and then cover key points about the competition from the NOFA. You will need to read the NOFA in its entirety as well as the application instructions in order to have all of the necessary information to develop and submit a competitive application. I'll start by introducing the agency where the SIF resides. The corporation for national and community service, or CNCS, is an independent federal agency, meaning that we are funded directly by congress, and don't fall under one of the larger federal agencies. CNCS improves lives and strengthens communities through service and volunteering and identifies and scales effective solutions to community challenges. CNCS funds AmeriCorps and Senior Corps, and engages more than 5 million Americans every year in service. CNCS is also the nation's largest grant maker in support of service and volunteering. The Social Innovation Fund is one of CNCS's newer programs, and the only one not focused on service and volunteerism. The SIF was created in 2009, when CNCS was reauthorized with bipartisan support and awarded its first grants in 2010. This shows the bill, the Edward M. Kennedy Service Act being signed in to law. With the addition of the SIF, CNCS expanded its traditional activities to include a focus on identifying and growing innovative, evidence based approaches, to our nation's challenges. SIF's mission is simple and straight forward: Find what works, and make it work for more people. Since our first grants in 2010, SIF has awarded over \$301 million dollars in federal funding to 46 organizations; our grantees. Our grantees and their sub recipients have leveraged those funds to generate over \$620 million in matching funds. And through the expansion of their evidence based program, have improved the lives of more than 650,000 individuals. The SIF has two distinct programs with the same overarching goal: to mobilize public and private resources to find and grow community solutions with evidence of strong results. The SIF Classic Program funds experienced grant makers to evaluate and grow innovative, community based solutions, making an impact on low income communities across the country. The Sif Pay for Success, or PFS program, which began in 2014, funds nonprofits and state and local governments to enable communities to pursue new models of financing social innovation that measurably improves the lives of low income individuals. In its congressional appropriations, SIF has been given authority to use up to 20% of its funding for PFS programming. The SIF only funds programming that falls within its three focus areas: Youth Development, Economic Opportunity, and Healthy Futures. Youth Development programs aim to prepare our children and youth for success in school, active citizenship, productive work, and healthy and safe lives. Economic opportunity programs increase economic opportunities and financial stability for economically disadvantaged individuals and families. And Healthy Futures encompasses a range of activities that improve health outcomes, promote healthy lifestyles, and decrease health disparities that disproportionately affect low income communities. There are six key elements to the SIF approach with slight variation between SIF Classic and SIF PFS. The descriptions I'm about to provide are specific to SIF PFS. The first two are innovation and evidence. The program requires that all proposed interventions be innovative, define solving old problems in new ways that improve upon the approaches that have been tried. And we expect the interventions supported by our PFS projects to have evidence of their effectiveness. Next, intermediaries. Rather than the federal government deciding which organization should serve local communities and how they should do it, the SIF relies on our grantees to act as intermediaries. We competitively select grantees, (called recipients), with strong skills and track records

of success to do the critical work of identifying promising solutions to community problems. These recipients then in turn select organizations called sub recipients, or service recipients, collectively referred to as subs, on a competitive basis to validate and grow effective intervention. Sub recipients receive funds while service recipients receive only services. Fourth is scale. The SIF funds recipients to help implement and access programs that aim to get results like PFS transaction structuring, while simultaneously going to impact and reach of service providers, leading to deeper, or broader impact in communities. Fifth, match. The SIF requires that each federal dollar granted by the PFS program, be matched by recipients one to one in nonfederal cash, or up to 50% third party, in kind contribution. Sub recipients must match one to one the funds they receive from recipients. Up to 100% can be third party in kind. There is no match requirement for service recipients. Finally, knowledge sharing. The SIF requires each recipient to commit to knowledge sharing and other initiatives that advance understanding and more effective models in the social sector. To help disseminate this knowledge, the SIF knowledge initiative captures and shares the results and lessons learned from SIF investments.

Now for the specifics of the Administrative Data Pilot. With this pilot, we are taking a step towards addressing a challenge identified by our grantees and sub grantees as well as by other organizations: How to access high quality data for youth and evaluation. The data is being collected and exists, it's just challenging for the average nonprofit to access. These are some of the barriers that have been identified: understanding the requirements of accessing this data, negotiating data access agreements, formatting files appropriately, and protecting the privacy and security of data among others. The approach that we are taking with this competition is to fund an entity (or entities) to function as a conduit and technical assistance provider for existing Pay For Success projects. This assistance could include identifying required data sources and fields, negotiating data access agreements, etc. A range of activities that address the challenges that have been identified. Up to \$4.5 million is available for this competition. These are three year grants and the range of the grants is from \$1,050,000 - \$4,500,000 over the three years. Eligible applicants are nonprofit organizations, public or nonprofit universities, state and local and governments, (and other political subdivisions), tribes, as well as faith-based organizations (or partnerships). Eligibility for subapplicants, the organizations that would apply to our grant recipients for services, is the same as above as well as being one of these organizations that are currently engaged in PFS projects that address one or more of the SIF's focus areas. I'll now review some of the requirements of this project. Since it falls under our pay for success program, you will know that the requirements align with the key elements of the program that I described earlier. There's a one to one match requirement from nonfederal sources, up to 50% of which can be from third party, in kind contribution. Grant recipients are required to select service recipients, the individuals that will receive administrative data access services, through an open competitive process. An open competition means that the opportunity is available to all eligible entities, beyond the grantees own existing portfolio or network. A minimum of 80% of the awarded federal funds must be directly invested in the Service Recipients in the value of the services that are being provided. And, deliverables. Our expectation is that all services provided by the recipient should in deliverables which the applicant would specify in its application. These deliverables must contribute in some way to the development of high quality PFS projects. Some examples are final reports on the data sharing agreements that were negotiated or a report on the protocols that were developed. The next two slides give a couple of examples of what one of these projects might look like. In the first one, a nonprofit organization could be the applicant, and eventually would be the grantee award, they have experienced negotiating contracts or MOUs to access administrative data related to education and health outcomes at a state and local level. So they use that

experience under the project that facilitates similar contracts, or MOUs, for PFS projects focused on homeless individuals with children. And their ultimate goal would be providing these projects with access to the administrative data. The purpose is of the experimental group, or for creating a control group, would ultimately improve the quality of a randomized control trial. In the second example, the applicant, (an eventual grantee of the SIF), could be a public university that has skill data analysts do this kind of work. They would assist PFS projects to determine the most appropriate administrative data to evaluate their interventions. They also might clean and match data needed to track employment outcomes for participants in a PFS project focused on reintegration of individuals who were previously incarcerated. And access to employment data in this example, would assist the project in measuring its outcomes. These are just two examples to give you a sense of what this might look like, but as an applicant you have some latitude to design your program. The next slide gives you a snapshot of the selection criteria and the weight of each of the categories. The NOFA provides a great detail on the selection criteria which is how applicants will be accessed. As you develop your application, please ensure that you respond to all of the detail points in the selection criteria. This slide outlines the review process once we receive applications. After the deadline, the applications that we have received get a compliance review to ensure that they meet basic eligibility requirements and is a complete application, then they'll be reviewed by staff. In some instances we might request clarification to assist us in making out final decision, then the final decisions occur. Applicants are notified in September, and the awards will be made by the end of September. Next step: notice of intent is due on July 25<sup>th</sup> at 5pm. This is not mandatory but is certainly encouraged to help us plan for the competition. Applications are due August 16<sup>th</sup> at 5pm eastern time and if you have questions please send them to [SIFApplication@cns.gov](mailto:SIFApplication@cns.gov) or leave a message at (202)-606-3223. And then finally, on the SIF webpage on [nationalservice.gov](http://nationalservice.gov), you'll find the NOFA and application instructions. As we get questions, we will create a frequently asked questions document, and information is there on how to access eGrants which is where you submit your application as well as the number for the National Service Hotline which provides assistance with eGrants. Thank you all for your attention and we look forward to seeing your applications.